

Message Text

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PAGE 01 CARACA 02154 021743Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----030600 115869 /20
R 021718Z MAR 77
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 6798

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PASS TO OED/MEPD AND OIM

EO 11652 NA
TAGS: BENC VE
SUBJ: MAJOR PROJECT: CARACAS SUBWAY

REF: CARACAS 2081, STATE 43874

1. ACCORDING TO SOURCE IN CANADIAN EMBASSY, THREE WEEK DELAY IN BID SUBMISSION ORIGINALLY SOUGHT BY CANADIAN CONSORTIUM AND REJECTED BY METRO PROJECT OFFICE. REQUEST TAKEN TO HIGHER LEVEL IN GOV AND UPON PRESENTATION SIMILAR REQUESTS BY GREAT BRITAIN AND JAPAN, A TWO WEEK DELAY GRANTED. GONZALEZ LANDER REPORTEDLY ADAMANT IN MOVING FORWARD WITHOUT FURTHER DELAY BECAUSE OF QUOTE POLITICAL PRESSURES UNQUOTE. THUS, ONLY TWO WEEK DEALY GRANTED. ACCORDING TO THIS SOURCE, THE CANADIAN CONSORTIUM AND SEVERAL OTHERS HAVE HAD TROUBLE IN COLLECTING THE BONDING REQUIREMENTS. A SOURCE IN BRITISH EMBASSY REPORTS THAT DELAY WAS SOUGHT UNOFFICIALLY BY THAT CONSORTIUM'S LOCAL AGENTS BECAUSE THERE JUST WAS NOT ENOUGH TIME TO FINISH PRICING OUT THE EQUIPMENT. HE OBSERVED THAT IN HIS OPINION THE BRITISH CONSORTIUM SUFFERS FROM THE LACK OF AN EFFECTIVE CONSORTIUM LEADER. HE WAS AWARE OF NO PARTICULAR BONDING PROBLEM. THE JAPANESE ECONOMIC COUNSELLOR WAS AS USUAL NONCOMMITTAL. START LOU.
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2. COMMENT: CLINT WEBER OF WESTINGHOUSE TOLD EMBOFF IN STRICT CONFIDENCE THAT HAWKER SIDDELY HAD ASKED WESTINGHOUSE TO JOIN CONANDIAN CONSORTIUM. WESTINGHOUSE OF COURSE REFUSED, ACCORDING TO WEBER, BUT WILL SUPPLY TRACTION MOTORS FOR THE HAWKER SIDDELY SUBWAY CARS AS WELL TO PULLMAN STANDARD. BUDD APPARENTLY NOT AWARE OF FOREGOING.

IF WE INTERPRETE WEBER'S COMMENT CORRECTLY, HAWKER SIDDELY HAS FUNDAMENTAL PRICING PROBLEM. WESTINGHOUSE'S MAIN PROBLEM IS THE WEIGHT PENALTY IN THE PRICE FORMULA WHICH MILITATES AGAINST BUDD'S STAINLESS STEEL CARS. ALSO AGAINST PULLMAN STANDARD. ASSUMING CANADA QUOTES ALUMINUM CARS, FRANCE, GERMANY AND GREAT BRITAIN STEEL CARS, AND JAPAN BOTH ALUMINUM AND STEEL, THEN FRANCO BELGE WOULD BE THE BID MOST FEARED, IN WEBER'S OPINION. THE VENEZUELA PROJECT MANAGER (JOE MARSHALL) UNAWARE OF ANY BONDING PROBLEM. END COMMENT. END LOU.

3. CENTRAL AMERICAN REP OF TRANE COMPANY VISITED EMBASSY REGARDING QUOTATION THEY ARE PREPARING WITH GENERAL ELECTRIC VENEZUELA FOR SYSTEM COLLING EQUIPMENT. HE MENTIONED IN PASSING THAT HE THOUGHT THE SPECS FOR THE AIR CONDITIONING EQUIPMENT FOR THE SUBWAY CARS WERE IMPOSSIBLE AND WONDERED WHERE BUDD AND PULLMAN-STANDARD WOULD BE SOURCING THESE UNITS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977CARACA02154
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770072-1022
Format: TEL
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t197703102/aaaadmfg.tel
Line Count: 82
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6d4f88ac-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 CARACAS 2081, 77 STATE 43874
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 30-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2943685
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: CARACAS SUBWAY
TAGS: BENC, VE
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/6d4f88ac-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009